

Airline Retailing Consortium perspectives: Procurement considerations for a Modern Retailing Platform



Interviewed by
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Anna Sermak

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Procurement, **IAG**

March 2024

Modern Airline Retailing

Retailing Platform Procurement Considerations



Use QR code or download
at bit.ly/MAR-procure



Compilation of potential requirements to be considered **when budling or buying** a modern retailing platform:

- Guiding **Principles**
- **Business & strategic** considerations
- **Functional** considerations
- **Transition** considerations

October 2024

Modern Airline Retailing

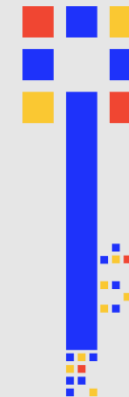
IT Provider Readiness and Roadmap to 100% Offers & Orders



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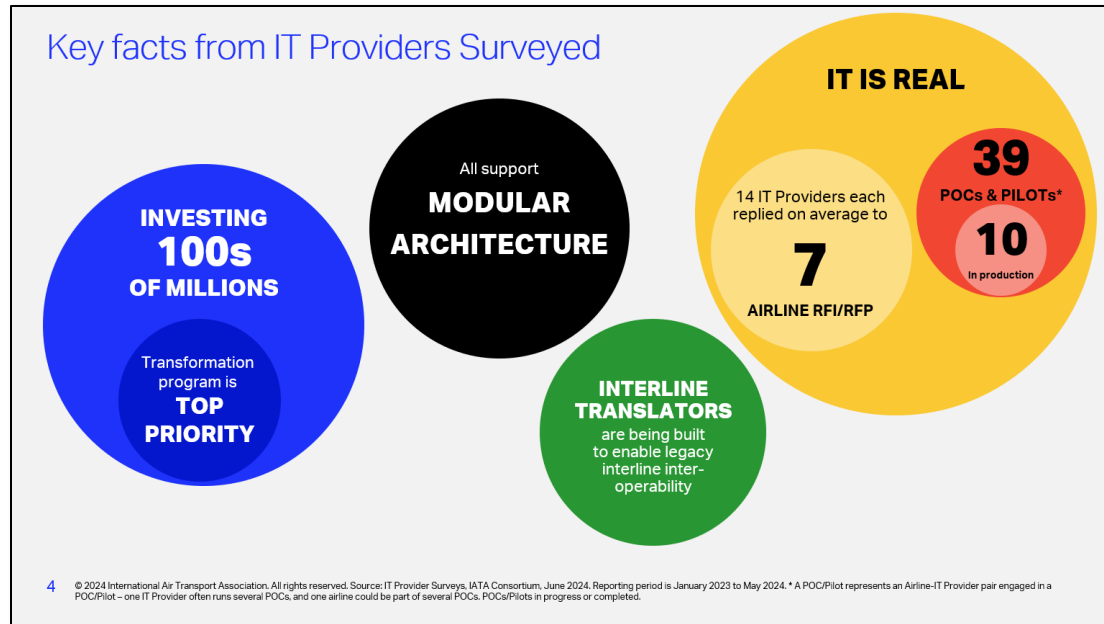
Hot off the press!

- How ready IT Providers are?
- When are native Offers & Orders expected live?
- When decommission of legacy could start?



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Supporting facts



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IT Provider Readiness & Roadmap 2024 →
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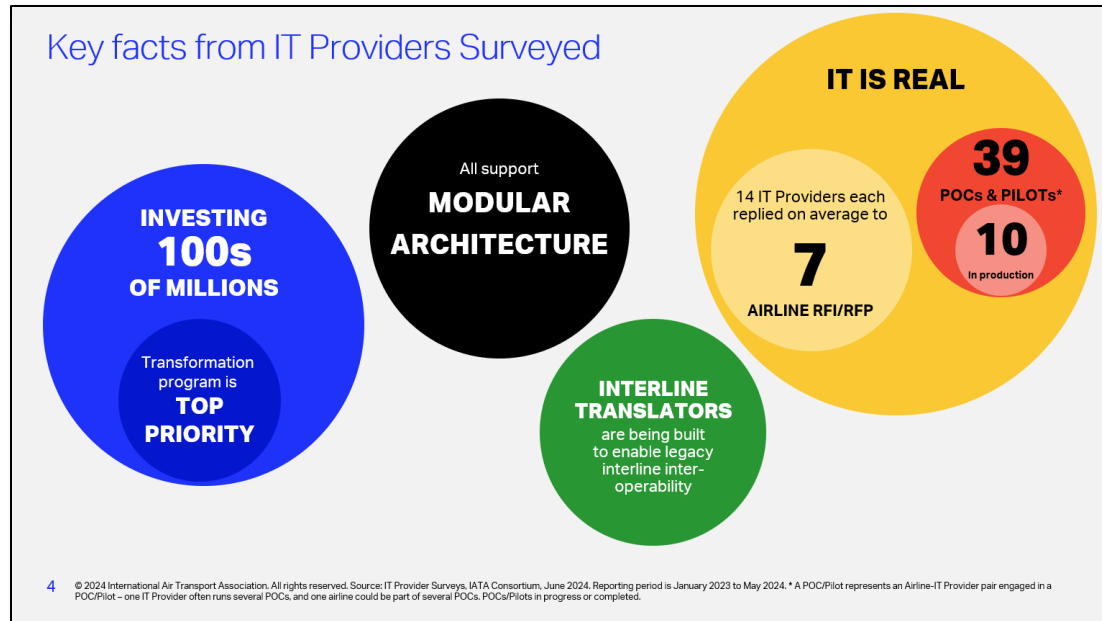


#IATAWPS #IATAWFSWPS



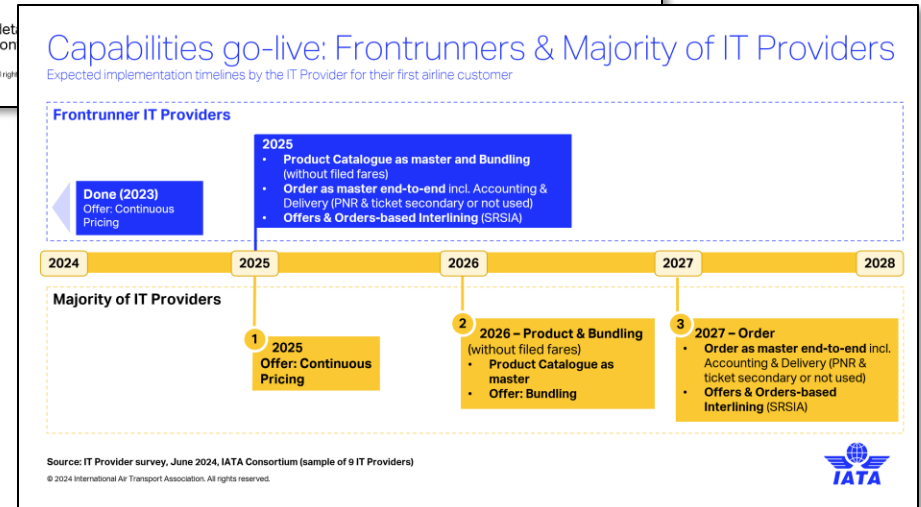
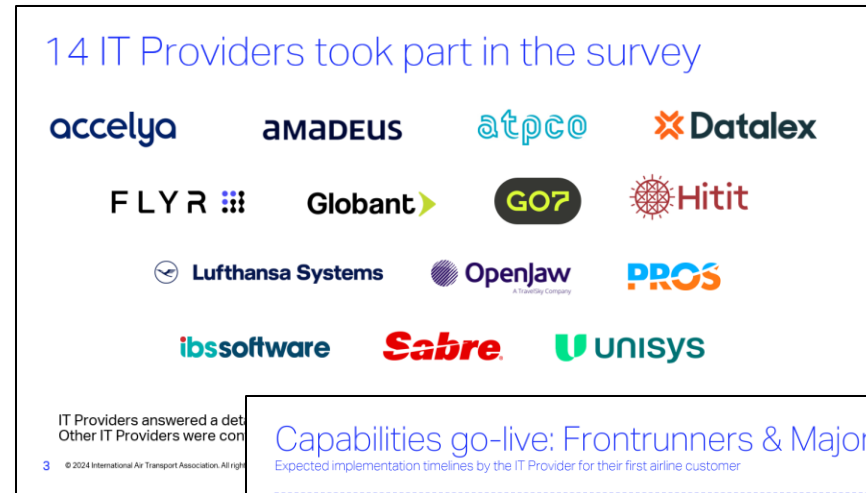
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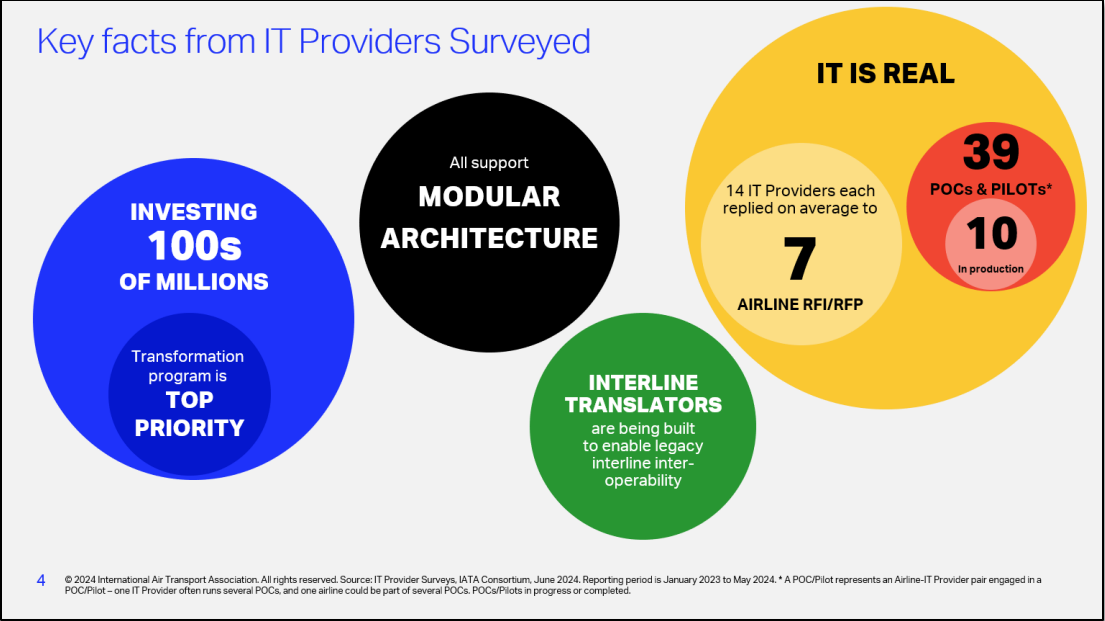
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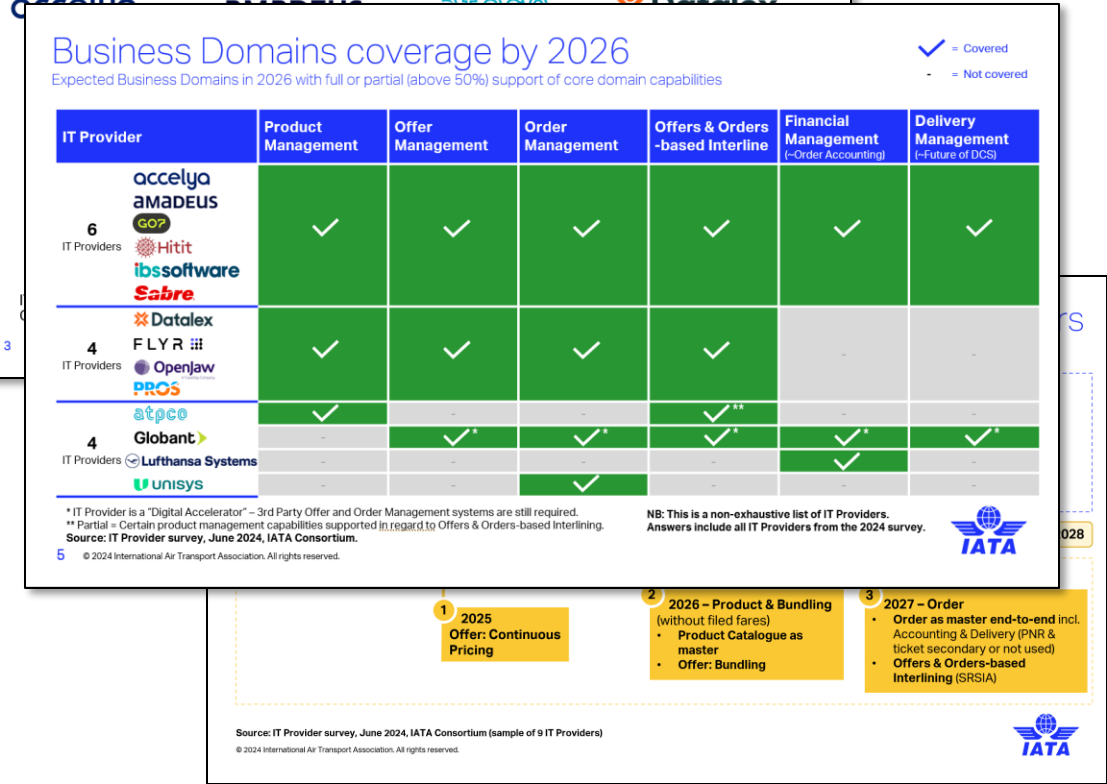


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14 IT Providers took part in the survey



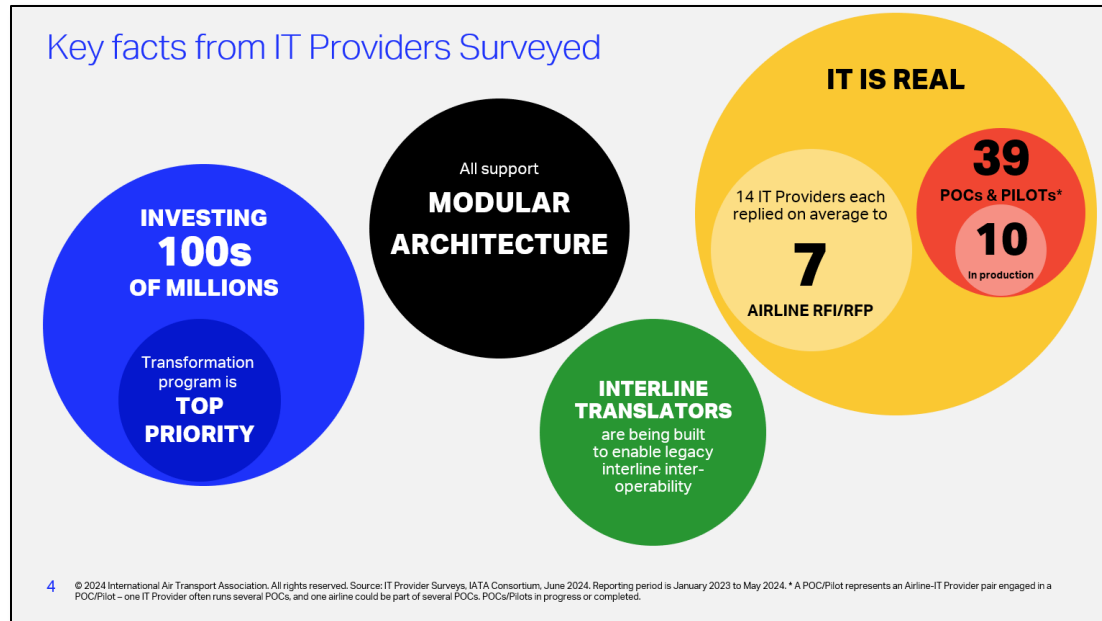
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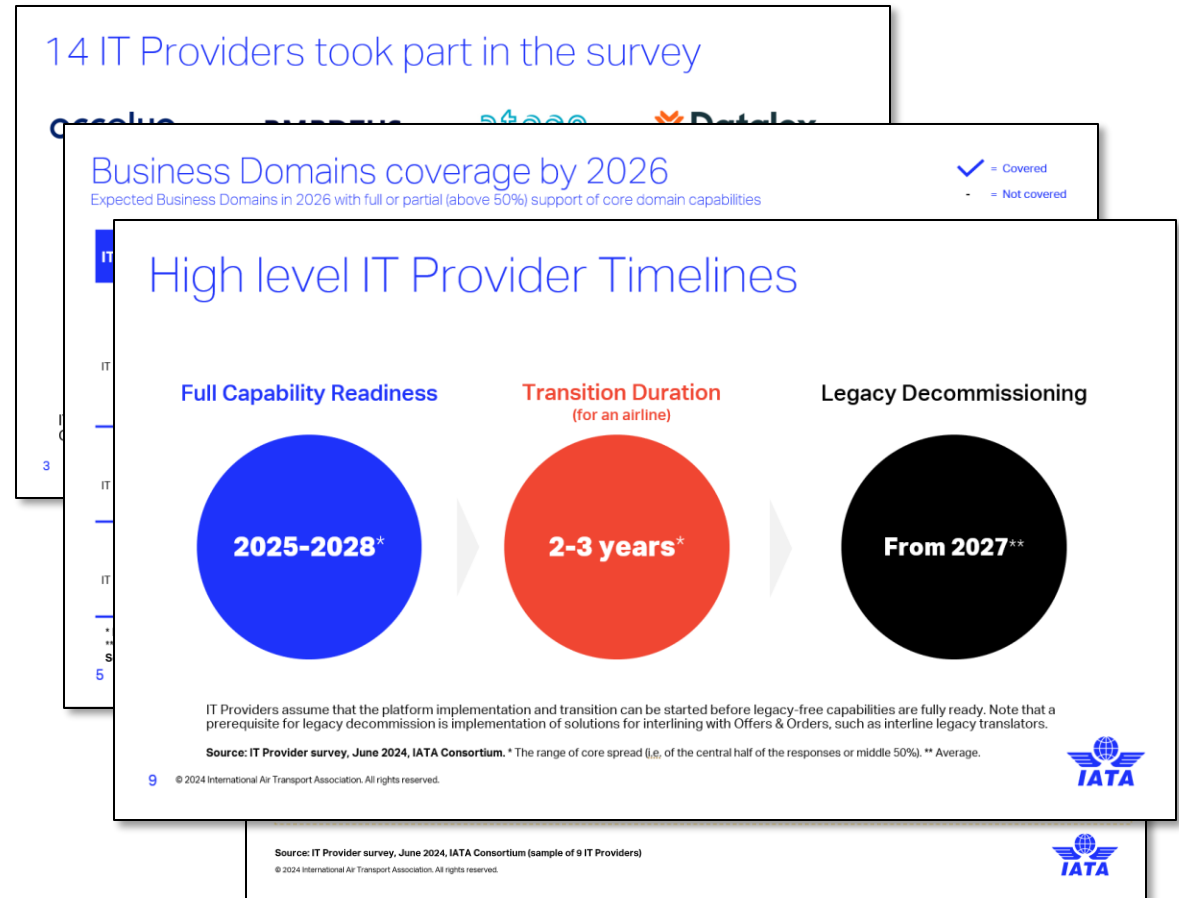
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March 2024

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How to approach RFI/RFP using this document

Guiding Principles & Reference Architecture

Functional considerations on pure end state, free from legacy jargon (25 pages)

Business considerations regarding airline-vendor relationships (20 pages)

Transition considerations

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